

Message Text

UNCLASSIFIED

PAGE 01 BONN 07237 310020Z

15

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 301110Z APR 76
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8496

UNCLAS BONN 07237

E.O. 11652: N/A
TAGS: BFOL, GW
SUBJECT: ADS FOLLOW-UP FOR GIBSON APPLIANCE CENTER,
GREENVILLE, MICH.

REF: USDOC OM OF 4/1/76
USDOC OM OF 3/8/76
USDOC OM OF 2/24/76
BONN 18551 OF 11/13/75

THE THREE GERMAN FIRMS LISTED IN BONN'S REFTEL WERE CONTACTED IN EARLY NOVEMBER 1975 WHEN ALL HAD EXPRESSED AN INTEREST IN RECEIVING A DETAILED OFFER FROM GIBSON. AFTER MR. MENHART'S VISIT TWO COMPANIES STATED THAT THEY WERE NOT INTERESTED IN REPRESENTING GIBSON SINCE THE AMERICAN PRODUCTS DID NOT FIT THEIR PRESENT LINES. THE THIRD FIRM, NOVATHERM, IS STILL NEGOTIATING AND PLANS TO MEET WITH GIBSON IN JUNE.

THE FOLLOWING ADDITIONAL FIRMS WERE LOCATED WHO ARE WILLING TO REVIEW GIBSON'S COMPANY AND SALES LITERATURE:

1. ALFRED TEVES GMBH, GESCHAEFTSBEREICH KLIMA/KAELTE
600 FRANKFURT/MAIN-FECHENHEIM,
CASSELLASTRASSE 30-32
CONTACT: HERR GUSTAV SCHMIDT, VERKAUFSLEITER
TEL: 0611-40911. IS INTERESTED ONLY IN THE
FOLLOWING PRODUCTS: AIR-COOLED SELF-CONTAINED SMALL
ROOF TOP HORIZONTAL UNITS, TAS SERIES 2, 3, 4; AND
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IN AIR-COOLED SELF-CONTAINED VERTICAL UNITS, SCAL TYPES.

2. MEISSNER & WURST, LUFTECHNISCHE ANLAGEN
ROSSBACHSTRASSE 38
7000 STUTTGART 31
CONTACT: HERR WESTERMAYR

3. WALTER BURMEISTER
WEIHE 3
2116 HENSTEDT
CONTACT: HERR WALTER BURMEISTER

BECAUSE OF THE CONTINUING CONTACTS BETWEEN GIBSON AND
NOVATHERM IT MIGHT BE ADVISABLE TO AWAIT THE OUTCOME
OF NOVATHERM'S VISIT BEFORE CONTACTING THE THREE NEW
PROSPECTS.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR

HILLENBRAND

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Margaret P. Grafeld
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TAGS: BFOL, GE
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